



Revision number: 6

Purchasing Agent: BRENDA VELDEVERE

**ITEM: LCD PROJECTORS**

VENDOR: 94089A

CCS PRESENTATION SYSTEMS, INC  
1325 WEST 2200 SOUTH, SUITE F  
SLC UT 84119

INTERNET ADDRESS:

[www.ccspresentationsystems.com](http://www.ccspresentationsystems.com)

TELEPHONE:

(801) 977.0110  
(877) 611.0110 TOLL FREE

FAX NUMBER:

(801) 977.0550

CONTACT:

PAUL DURHAM

EMAIL:

[pdurham@ccsprojects.com](mailto:pdurham@ccsprojects.com)

BRAND/TRADE NAME:

VARIOUS

PRICE:

SEE ATTACHED PRICE LIST

TERMS:

NET 30

EFFECTIVE DATES:

09/01/2003 THROUGH 08/31/2005

DAYS REQUIRED FOR DELIVERY:

STOCK TO 10 DAYS

MINIMUM ORDER:

ONE UNIT

OTHER CONDITIONS:

CONTRACT PERIOD IS FOR TWO YEARS, WITH THREE ONE-YEAR OPTIONS TO RENEW AFTER 08/31/2005.

ORIGINATING SOLICITATION:

BV4901 OPENED 07/22/2003 AT 2:00 P.M.

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REVISION 6:

PRICES UPDATED FEBRUARY 2005.

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**THIS IS A MULTIPLE AWARD CONTRACT.**

**PLEASE SEE CONTRACTS**

MA1711, MA1712, MA1713, MA1714, MA1715, MA1716 AND THE PC STORES  
**BEFORE MAKING A PURCHASING DECISION.**

## SVGA PROJECTORS (800 x 600 Pixels)

Model	Lumens	Lamp Life	MSRP	F.O.B. DELIVERED PRICE NON-EDUCATION	F.O.B. DELIVERED PRICE EDUCATION
<b>NEC</b>					
VT47	1500	3000	\$1295.00	\$ 825.00	\$ 825.00
VT470 [\$200 rebate]*	2000	3000	\$1495.00	\$1046.00	\$1046.00
<b>MITSUBISHI</b>					
SL4SU	1700	5000	\$2495.00	\$1133.00	\$1133.00
HC3 (16X9)	1300	3000	\$2795.00	\$1341.00	\$1341.00
<b>TOSHIBA</b>					
TDP-S20U	1400	2000	\$1294.00	\$ 890.00	\$ 890.00
TDP-SW20U	1400	2000	\$1599.00	\$1066.00	\$1066.00
TLP-S71U -w/Camera	2000	2000	\$2132.00	\$1492.00	\$1492.00
TDP-S80U	2000	2000	\$1732.00	\$1212.00	\$1212.00
TDP-SW80U	2000	2000	\$1999.00	\$1399.00	\$1399.00
<b>EPSON</b>					
POWERLITE S1+	1400	2000	\$1749.00	\$ 930.00	\$ 880.00
POWERLITE 61P	2000	2000	\$2749.00	\$1230.00	\$1190.00
<b>INFOCUS</b>					
X2 [\$50 rebate]**	1600	3000	\$1999.00	\$ 919.00	\$ 919.00
<b>ASK PROXIMA</b>					
C110 [\$50 rebate]**	1600	2000	\$2399.00	\$948.00	\$948.00
<b>SANYO</b>					
PLC-SU50S	2000		\$2495.00	\$1497.00	\$1497.00
PLC-SU60	3000		\$3995.00	\$2397.00	\$2397.00
<b>SONY</b>					
VPL-DS100	1200	2000	\$1349.00	\$ 874.00	\$ 874.00
VPL-CS7	1800	2000	\$1889.00	\$1322.00	\$1322.00









\* Good Feb 17<sup>th</sup> through March 31, 2005. End-user must apply directly to NEC.

\*\* Good through March 31, 2005, End-user must apply directly to InFocus/Ask Proxima.



**XGA PROJECTORS (1024 x 768 Pixels)**

Model	Lumens	Lamp Life	MSRP	F.O.B. DELIVERED PRICE NON-EDUCATION	F.O.B. DELIVERED PRICE EDUCATION
<b>NEC</b>					
LT10	1100	2000	\$1995.00	\$1396.00	\$1396.00
LT245	2200	2000	\$2495.00	\$1746.00	\$1746.00
LT265	2500	2000	\$2995.00	\$2096.00	\$2096.00
VT570 [\$300 Rebate]*	1300	2000	\$1595.00	\$1116.50	\$1116.50
VT670	2100	2000	\$1995.00	\$1396.00	\$1396.00
VT770	3000	2000	\$3495.00	\$2446.00	\$2446.00
MT1065	3400	2000	\$5995.00	\$3430.00	\$3430.00
MT1075	4200	2000	\$6995.00	\$4442.00	\$4442.00
GT5000 No Lens	6000	2000	\$15,995.00	\$7534.00	\$7534.00
GT5000-19ZLB	6000	2000	\$16,995.00	\$8266.00	\$8266.00
GT5000-20ZL	6000	2000	\$16,995.00	\$8266.00	\$8266.00
<b>MITSUBISHI</b>					
XD60U	1500	2000	\$3495.00	\$1677.00	\$1677.00
XD70U	2000	2000	\$3495.00	\$1677.00	\$1677.00
XL5U	1700	5000	\$3495.00	\$1329.00	\$1329.00
XL8U	2000	3000	\$4495.00	\$1595.00	\$1595.00
XD400U	2100	5000	\$4995.00	\$2027.00	\$2027.00
XD450U	2600	5000	\$5495.00	\$2339.00	\$2339.00
XD480U	3000	5000	\$6495.00	\$2887.00	\$2887.00
XL25U	2500	2000	\$8295.00	\$2720.00	\$2720.00
XL30U	3000	2000	\$8995.00	\$3327.00	\$3327.00
XL5900LU	3900	2000	\$9295.00	\$3910.00	\$3910.00
XL5900U	3900	2000	\$9995.00	\$4216.00	\$4216.00
XL5950LU	4700	2000	\$10,995.00	\$5111.00	\$5111.00
XL5950U	4700	2000	\$11,995.00	\$5527.00	\$5527.00
<b>TOSHIBA</b>					
TDP-D2-US	2500	2000	\$3065.00	\$2045.00	\$2045.00
TDP-T90U	2200	2000	\$2532.00	\$1645.00	\$1645.00
TDP-TW90U	2200	2000	\$2799.00	\$1825.00	\$1825.00
TDP-T91U -w/camera	2200	2000	\$2799.00	\$1825.00	\$1825.00
TDP-T720U	2400	2000	\$3332.00	\$2332.00	\$2332.00
TLP-T721U -w/camera	2400	2000	\$3865.00	\$2705.00	\$2705.00
TLP-790U	3000	2000	\$4265.00	\$2850.00	\$2850.00
TLP-791U-w/camera	3000	2000	\$5199.00	\$3495.00	\$3495.00
TLP-X4500U	4500	2000	\$8665.00	\$4850.00	\$4850.00










\* Good Feb 17<sup>th</sup> through March 31, 2005. End-user must apply directly to NEC.

**XGA PROJECTORS (1024 x 768 Pixels) Continued**

Model	Lumens	Lamp Life	MSRP	F.O.B. DELIVERED PRICE NON-EDUCATION	F.O.B. DELIVERED PRICE EDUCATION
<b>EPSON</b>					
PowerLite 81P	2000	2000	\$3249.00	\$1724.00	\$1646.00
PowerLite 740C	2500	2000	\$4599.00	\$2065.00	\$1994.00
PowerLite 745C	2500	2000	\$4949.00	\$2267.00	\$2192.00
PowerLite 821P	2600	2000	\$5059.00	\$2414.00	\$2324.00
PowerLite 830P	3000	2000	\$5799.00	\$2785.00	\$2692.00
PowerLite 835P	3000	2000	\$6099.00	\$3114.00	\$2967.00
PowerLite 7800NL	3500	2000	\$6599.00	\$3691.00	\$3556.00
PowerLite 7900NL	4000	2000	\$7299.00	\$3900.00	\$3859.00
PowerLite 8300NL	5200	2000	\$12649.00	\$7110.00	\$6420.00
<b>INFOCUS</b>					
LP70+ [\$100 rebate]**	1100	2000	\$3999.00	\$1582.00	\$1582.00
LP120 [\$100 rebate]**	1000	2000	\$3999.00	\$1609.00	\$1609.00
LP540 [\$200 rebate]**	1700	2000	\$2799.00	\$1341.00	\$1341.00
LP600 [\$200 rebate]**	2000	2000	\$3299.00	\$1609.00	\$1609.00
LP640 [\$200 rebate]**	2200	2000	\$3699.00	\$1689.00	\$1689.00
LP815	2800	2000	\$6499.00	\$2567.00	\$2567.00
LP820	3200	2000	\$6999.00	\$2776.00	\$2776.00
LP840	3500	2000	\$7999.00	\$3620.00	\$3620.00
LP850	4500	2000	\$8999.00	\$4381.00	\$4381.00
<b>ASK PROXIMA</b>					
M1 [\$100 rebate]**	1000	2000	\$3999.00	\$1598.00	\$1598.00
M2+ [1200 rebate]**	1500	2000	\$3999.00	\$1683.00	\$1683.00
C160 [\$200 rebate]**	1700	2000	\$2799.00	\$1427.00	\$1427.00
C170 [\$200 rebate]**	2000	2000	\$3299.00	\$1704.00	\$1704.00
C180 [\$200 rebate]**	2200	2000	\$3699.00	\$1808.00	\$1808.00
C410	2800	2000	\$6499.00	\$2727.00	\$2727.00
C420	3200	2000	\$6999.00	\$2985.00	\$2985.00
C440	3500	2000	\$7999.00	\$3732.00	\$3732.00
C450	4500	2000	\$8999.00	\$4561.00	\$4561.00
<b>SANYO</b>					
PLC-XU41	1500		\$2295.00	\$1377.00	\$1377.00
PLC-XU47	2000		\$2495.00	\$1497.00	\$1497.00
PLC-XU51	2000		\$2995.00	\$1750.00	\$1750.00
PLC-XU56	2500		\$3995.00	\$2397.00	\$2397.00
PLC-XU60	3000		\$4995.00	\$2997.00	\$2997.00
PLC-XT11	2700		\$4995.00	\$2997.00	\$2997.00
PLC-XP46	4100		\$9495.00	\$4437.00	\$4437.00
PLC-XP46L	4100		\$8995.00	\$4255.00	\$4255.00
PLC-XP50	3700		\$6995.00	\$4197.00	\$4197.00
PLC-XP50L	3700		\$6495.00	\$3897.00	\$3897.00










\*\* Good through March 31, 2005, End-user must apply directly to InFocus/Ask Proxima.

**XGA PROJECTORS (1024 x 768 Pixels) Continued**

Model	Lumens	Lamp Life	MSRP	F.O.B. DELIVERED PRICE NON-EDUCATION	F.O.B. DELIVERED PRICE EDUCATION
<b>SANYO</b>					
PLC-XP51	4000		\$7495.00	\$4497.00	\$4497.00
PLC-XP51L	4000		\$6995.00	\$4197.00	\$4197.00
PLC-XP55	4500		\$9995.00	\$5275.00	\$5275.00
PLC-XP55L	4500		\$9495.00	\$5075.00	\$5075.00
PLC-XP56	5000		\$9995.00	\$5997.00	\$5997.00
PLC-XP56L	5000		\$9495.00	\$5697.00	\$5697.00
PLC-XF31N	5200		\$15995.00	\$7300.00	\$7300.00
PLC-XF31NL	5200		\$14995.00	\$7100.00	\$7100.00
PLC-XF35N	6500		\$19995.00	\$8790.00	\$8790.00
PLC-XF35NL	6500		\$18995.00	\$8590.00	\$8590.00
PLC-XF60	6500		\$19995.00	\$10,395.00	\$10,395.00
PLC-XF41	7700		\$21995.00	\$12,335.00	\$12,335.00
PLC-XF45	10,000		\$29995.00	\$15,155.00	\$15,115.00
PLC-XF60	6500		\$19995.00	\$11997.00	\$11997.00
<b>SONY</b>					
VPL-EX1	1500	2000	\$2099.00	\$1433.00	\$1433.00
VPL-CX70	2000	2000	\$2299.00	\$1545.00	\$1545.00
VPL-CX75	2000	2000	\$3299.00	\$2275.00	\$2275.00
VPL-CX80	3000	2000	\$4050.00	\$2675.00	\$2675.00
VPL-CX85	3000	2000	\$4520.00	\$2845.00	\$2845.00
VPL-PX15	2000	2000	\$5650.00	\$3774.00	\$3774.00
VPL-PX35	2600	2000	\$4710.00	\$2963.00	\$2963.00
VPL-PX40	3500	2000	\$6770.00	\$4275.00	\$4275.00
VPL-FX51	5200	2000	\$11250.00	\$7494.00	\$7494.00










## SXGA PROJECTORS (1280 x 1024 Pixels)

Model	Lumens	Lamp Life	MSRP	F.O.B. DELIVERED PRICE NON-EDUCATION	F.O.B. DELIVERED PRICE EDUCATION
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**MITSUBISHI**
*No current products*

**NEC**

GT6000	5300	2000	\$18995.00	\$9780.00	\$9075.00
GT6000-20ZL	5300	2000	\$19995.00	\$10319.00	\$10283.00


**TOSHIBA**
*No current products*
**INFOCUS**
*No current products*
**ASK PROXIMA**
*No current products*

**EPSON**

PowerLite 9300NL	2500	2000	\$15,449.00	\$8325.00	\$7827.00
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**SANYO**

PLC-EF10NL	2300	2000	\$10,995.00	\$6597.00	\$6597.00
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**SONY**
*No current products*



## Accessories and Replacement Lamps

Manufacturer	Minimum % Markdown From MSRP NON-EDUCATION	Minimum % Markdown From MSRP EDUCATION
<b>NEC</b> Accessories Lamps	15% 15%	15% 15%
<b>MITSUBISHI</b> Accessories Lamps	20% 20%	20% 20%
<b>TOSHIBA</b> Accessories Lamps	20% 20%	20% 20%
<b>INFOCUS</b> Accessories Lamps	20% 12%	20% 12%
<b>ASK PROXIMA</b> Accessories Lamps	20% 12%	20% 12%
<b>EPSON</b> Accessories Lamps	15% 15%	15% 15%
<b>SANYO</b> Accessories Lamps	15% 30%	15% 30%
<b>SONY</b> Accessories Lamps	15% 15%	15% 15%












## Company Background

CCS Presentation Systems, a Scottsdale, Arizona-based integrator of digital multi-media projection and audio visual systems opened its 20<sup>th</sup> branch in May 2003 in Salt Lake City to serve the State of Utah.

CCS Presentation Systems provides sales, service, installation, rentals and nationwide customer Support with 25 offices nationwide and represents the leading multimedia projector companies Including Panasonic, NEC, Mitsubishi, Epson, InFocus, Ask Proxima, Toshiba, Sanyo and Sony.

With CCS, you can expect a presentation system that's tailored to your unique application and requirements. Our consultants will take the time for a detailed analysis that will match equipment and systems to your specifications.

Full-service location available at 1325 West 2200 South, Suite F., Salt Lake City.



Pictures of the Salt Lake City Office

Revised 15 February 2005

**NEC** **mitsubishi  
ELECTRIC**  
PRESENTATION PRODUCTS  
REVOLUTIONIZING COLOR**TOSHIBA****InFocus®****EPSON®****SANYO****SONY®** **proxima**  
InFocus Professional Series





## ON-SITE TRAINING

### **“Wasatch Front” Area:**

Up to 4 hours of on-site set-up and training will be provided in one visit free of charge. Additional training hours will be available at a flat rate of \$45.00 per hour.

### **Outside “Wasatch Front” Area:**

On-site training outside the Wasatch Front will be scheduled and coordinated within reasonable expectations.

## INSTALLATION

The Division of Purchasing understands that the cost for installation of LCD Projector(s) can and does vary on a case-by-case basis. The following pricing information (in the absence of special installation scenarios such as the use of a fork lift, electrical contracting, etc ...) is intended to set basic guidelines for installation costs. Complete installation costs must be fully clarified by a site-visit to determine appropriate cable lengths, cable types, possible need for video amplification, ideal mounting devices etc.

Name of installing company	<b>CCS PRESENTATION SYSTEMS</b>
Labor cost	<b>\$ 70.00 Per Hour</b>
Mounting Hardware	<b>20 % Mark Up from Cost</b>
Cables & Wires	<b>20 % Mark Up from Cost</b>
Geographical installation area	<b>THE WHOLE STATE OF UTAH</b>
Other expenses	<b>TRAVEL: \$ 45.00 PER HOUR CUSTOM PROGRAMMING: \$ 70.00 PER HOUR SYSTEM DESIGN: \$ 60.00 PER HOUR SYSTEM COMPONENTS: 15% MARK UP FROM COST</b>

THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT PRICING.

FINET CODE (S):

20775000000-Projection Devices, Liquid Crystal Display (LCD)